

1996 SMALL BUSINESS PROFILE

SMALL BUSINESS: BACKBONE OF THE NEW YORK ECONOMY

The importance of small business to the state of New York is once again evident in the 1996 Small Business Profile. The findings reported in this year's profile, compiled by the U.S. Small Business Administration's (SBA) Office of Advocacy, clearly indicate the crucial role small businesses play in the state's economy.

Of the **401,739** full-time business firms with employees in New York, **99.1** percent are small businesses (independent businesses with fewer than 500 workers). In addition to the number of employer businesses, there were also **502,000** full-time self-employed persons in New York in 1995, for a total estimated 1995 full-time business population of **903,739** firms.

Small Business Income - the income of sole proprietors and partners rose **5.8** percent to **\$38.4** billion in 1995, while wage-and-salary income rose **4.9** percent. Total personal income rose **3.9** percent during 1995 to **\$491.1** billion. The state also exported **\$28.1** billion of goods and services in 1995.

New York's number of women-owned businesses, including part-time firms, increased **39.0** percent from 1987 to 1992, totaling **395,944**. The number of Black-owned firms, including part-time firms, increased **41.4** percent from 1987 to 1992, totaling **51,312** in 1992. The number of Hispanic-owned firms, including part-time businesses, rose **79.1** percent during the same time period with **50,601** firms in 1992. There has also

been a marked increase in the number of businesses owned by Asian and Pacific Islanders, American Indians, and Alaska Natives. The number for the group grew from **36,257** in 1987, to **63,053** in 1992, representing a **73.9** percent increase.

Small businesses with fewer than 20 employees reported **6.5** percent employment growth from 1991 to 1995. These numbers clearly reflect the importance of small business firms as job creators in the state of New York.

The composition of small business in New York is very diverse. The **Health Services** industry is the largest small business employer in New York. Other significant small business industries are, in descending order: Eating and Drinking Places, Business Services, Wholesale Trade-Durable Goods, and Wholesale Trade-Nondurable Goods. The fast-growing industries include Insurance Carriers, Social Services, Educational Services, Health Services, and Motion Pictures.

The number of new business incorporations increased **2.9** percent. Business bankruptcies decreased by **1.1** percent and business failures declined by **8.7** percent.

An SBA Office of Advocacy study found that New York's top lenders to small businesses in 1996 were:

- Champlain National Bank
- Solvay Bank
- Wyoming City Bank
- First National Bank
- National Bank
- Adirondack Trust Corporation
- Adirondack Bank NA
- First National Bank
- Ellenville National Bank
- First National Bank of the Hudson Valley
- Community Bank NA
- Key Bank of New York

In sum, small businesses have a striking impact on New York's economy. Not only do they play a vital role as job creators, but their diversity and composition

provide the work force with endless opportunities.

The following three tables provide further information about the composition of the small business sector in the state. The information is for 1993, the latest year available, and was prepared for the Office of Advocacy, U.S. Small Business Administration by the Bureau of the Census, U.S. Department of Commerce.

The first table lists the industries that were the top five employers in the state, without regard to the size of the firm that provided the jobs. The next to last column in the table shows the percentage of persons employed in firms with fewer than 500 employees (small businesses) in those industries.

The second table lists the industries that employ the most people in firms with fewer than 500 employees. These are the top small business employing industries in the state. The "percent of total" column provides the percentage of total employment in the state accounted for by each of the industries listed.

The third table lists--for the 1991-1993 period--the fastest growing small business industries in the state. As many as five industries are shown. If fewer than 5 industries are shown, it is because 1991-1993 was a recessionary period in which there was little national employment growth. The industries listed represent those in which small businesses sustained the economy during a period of little aggregate employment growth.

Top Five Industries in New York by Employment, 1993

INDUSTRY	NUMBER OF JOBS	PERCENT OF TOTAL	PERCENT SMALL	RANK
Health Services	892,250	13.5	35.2	1
Business Services	444,799	6.7	52.9	2
Eating & Drinking Places	353,389	5.3	73.7	3
Educational Services	268,286	4.1	33.7	4
Wholesale Trade-durable Goods	232,399	3.5	73.9	5
TOTAL, ALL INDUSTRIES	6,611,098	100.0	52.5	

1993 Top 5 Small-Business-Dominated Industries in New York by Employment,

INDUSTRY	NUMBER OF JOBS	PERCENT OF TOTAL	RANK
Health Services	314,492	9.1	1
Eating & Drinking Places	260,298	7.5	2
Business Services	235,341	6.8	3
Wholesale Trade-durable Goods	171,806	4.9	4
Wholesale Trade-nondurable Goods	158,641	4.6	5
TOTAL, SMALL-BUSINESS-DOMINATED INDUSTRIES	3,471,352	100.0	

Fastest Growing Industries for Small Business in New York, 1991 - 1993

INDUSTRY	SMALL BUSINESS EMPLOYMENT IN		PERCENT CHANGE, 1991-1993	RANK
	1991	1993		
Health Services	290,768	314,492	8.2	1
Social Services	141,411	148,445	5.0	2
Educational Services	87,154	90,498	3.8	3

Office of Advocacy, U.S. Small Business Administration. Based upon Census data,

prepared under contract.